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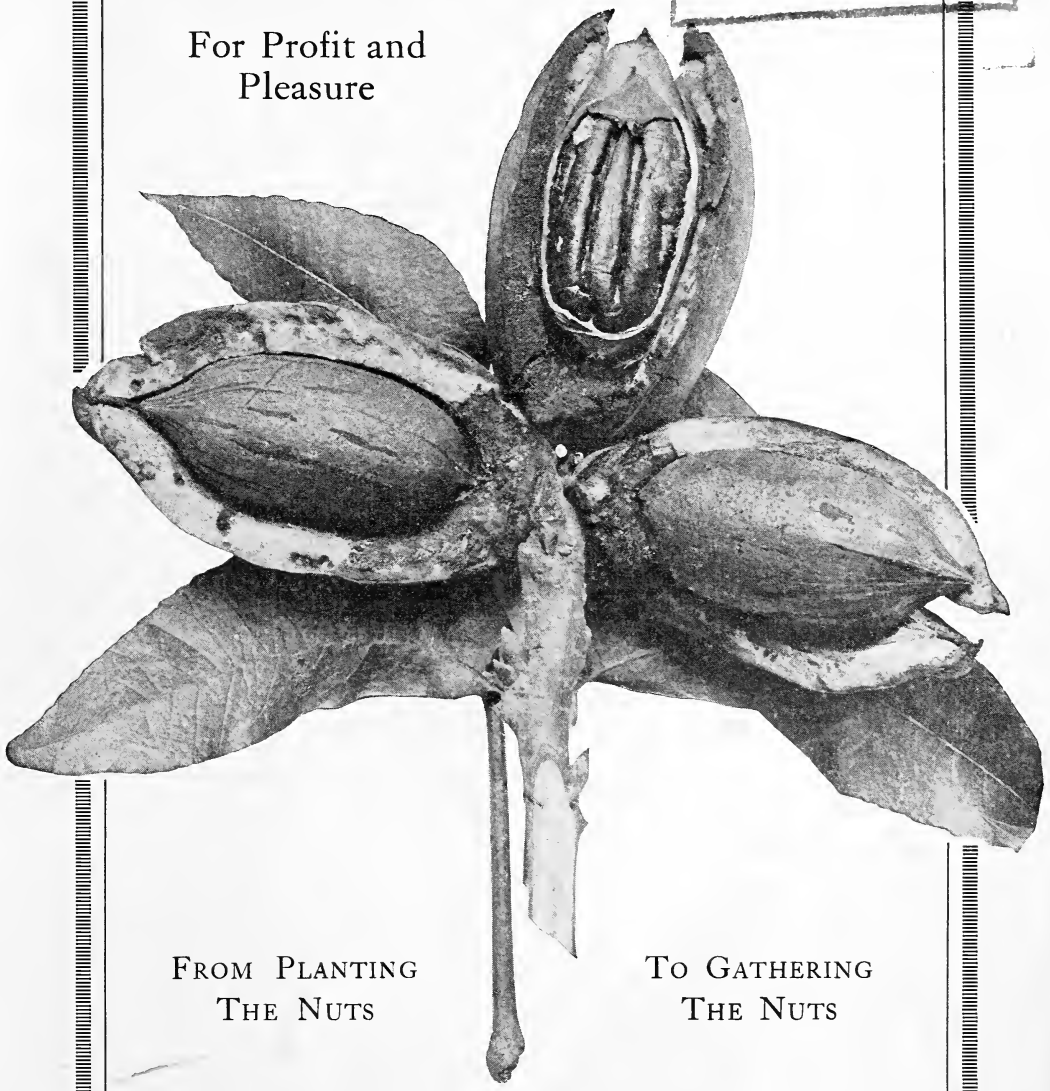
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U.S. Department of Agriculture

# The Pecan Business

For Profit and  
Pleasure



FROM PLANTING  
THE NUTS

TO GATHERING  
THE NUTS

**B. W. STONE**

THOMASVILLE : : : : : GEORGIA

# The Pecan

The thinness of shell and high quality of kernel make the pecan, a native species of American hickory, the Queen of nuts.

New methods of propagation by budding and grafting, together with the aid of cracking machines, enable the possibilities of the industry to be unlimited.

## Location

The best pecan location for papershell varieties is the cotton belt and preferably the lower half. In this section, between latitudes 30 and 34 (New Orleans and Little Rock), we have long growing seasons; and generally free from the early and late frosts; and have a uniform amount of rainfall.

The average annual production in the U. S. from 1925 to 1928, inclusive, was 40 million pounds, which was one-third pound per capita. Of the 40 million only one-fifth was of the papershell varieties. Thus the papershell varieties produced less than two ounces per capita.

The Federal Government recognizes the value of the pecan industry and annually appropriates funds for the solving of the pecan problems. These reliable and scientific bulletins can be had for the asking. Each pecan growing state cooperates in many ways

to help planters to make a success of pecan growing. In addition the American Nut Journal of Rochester, N. Y., monthly, furnishes the last word on all phases of all nuts.

Of all fruit trees the pecan lives the longest, yields the heaviest, grows the tallest, and only asks for a chance to prove its worth.

This booklet of practical pages dug from actual experiences in the pecan grove is written for our customers and others interested in growing pecans in the South, for "Profit and Pleasure."

## Soils

Pecan trees are long and heavy feeders. Sandy loams with subsoils of chocolate, red or yellow clay are best. These soils are most active through the whole season. The two extremes of moisture supply lock up the plant food in the soils. Select deep well drained soils.

In selecting a soil use a ten-foot soil auger and learn of the sub-strata. If hard pan or putty clay is found, or if coarse gravel is found you have an unsuitable pecan soil.

**PREPARATION OF SOILS.** Permanent soil improvement is required. Subsoil the land and grow legume crops, preferably two



The Grove Which Produced \$90 Per Acre the Ninth Year

years before planting. It is best to have stumps removed, and terraces built on hill-side land before planting.

**DISTANCE TO PLANT.** The trees should be planted at least 70 feet apart. On Mississippi delta land and other very rich lands the trees should be planted at least 80 feet apart. On some close fine grain soils that make short limbs and intensive growth, about 60 feet possibly would be desirable.

We like to plant the rows 80 feet apart and the trees 40 feet in the rows. Plant one variety in the even numbers and a different variety in the odd numbers. In about fifteen years, leave the best variety; this would leave your trees 80 by 80 feet.

**STAKING OFF A GROVE.** Use a surveyor's transit, if available. A steel tape, or one foot link wire chain is fine. On level or moderately level fields place stakes in straight rows. In a terraced field run rows with terrace. About 30 feet from the terrace.

In a level field establish a base line on longest straight side. If irregular, offset a stake or two or run base line in the center of field. Use tall stakes for sighting, and plaster laths, or similar stakes, for holes. It is quite an advantage to offset all the stakes four feet; this allows the digger, by using a four-foot measure, to dig the holes where the tree is to stand, and still leave the stakes for lining the trees when planting. When staked, let one man sight from one side, another man from the right angle side, the third man readjusts the stakes.

**DIGGING HOLES.** Dig holes 30 inches in every direction, throwing top soil on one side, and bottom soil on the other. Use shovel, spade and a long handled grubbing hoe. Dynamite can be used to save time; insert one-half stick to one stick 28 inches deep. If ground is very wet insert dynamite shallow, about 18 inches, and dig out whole pot. If planting late in the season just dig holes large enough to take in the root system, this aids capillary action.

**PLANTING THE TREE.** Get trees to the field without exposing roots to sun, wind or frost. Take out one tree at a time and plant promptly. Prune bruised roots to sound tissue, especially tap roots. Fit tree to hole by seeing that it is the right depth; insert tree and fill hole with water and fine soil until well filled. Press with foot the outer edge when planted; this will cause the moist soil to come in close contact with the under side of the roots. Throw on more soil near the tree, and a little pressure will cause the moist soil to come in close contact with the top side of the roots. A little extra

soil around the collar of the tree will take care of the settling. Never leave a packed surface. A fine mulch of coarse material like cane pomace, pine straw or oak leaves will finish the tree so that over 90 per cent will live. It pays to plant carefully. The collar of the tree is where the root and tree bark meet.

If you do not use water in planting, be careful to keep the roots well spread out. It is best done with a crooked stick, then pack firmly; when finished mulch with loose soil or litter.

If not ready to plant the trees at once, trench in moist soil thinly, leaning toward the south; allow no hollow spaces around roots; later trees can be carried to field under wet sacks.

## Varieties

The subject of varieties is *one* of the most important to be considered in the pecan business. Spare no effort to learn the best varieties for each section.

Mr. C. A. Reed of the United States Bureau of Plant Industry at Washington has cross pollinated in our groves here over 40 thousand crosses of the leading varieties, with the view of developing better varieties than we now have.

A review of the "Survey of Pecan Marketing" strongly shows that buyers of nuts in the shell are governed by just two points; namely, size, and thickness of shell of well filled nuts. Very important for growers to consider, but *grow* the variety which gives the tonnage in your section, for there is a market for all plump pecan meats.

The lower pecan belt—Upper Florida, Southern Alabama, Mississippi, Louisiana and Texas—where the greatest rainfall and humid days occur, plant Success, Money-maker, Moore, Curtis, Stuart and Frottscher.

The lower central portions up to Columbia, S. C., Statesboro, and Albany, Ga., Troy, Ala., Hattiesburg and Woodville, Miss.,

Calhoun, Ala., Dec. 20, 1928.

Gentlemen: In 1908 I bought some pecan trees of you which have done well and are fine trees in every way. These trees have been bearing for fourteen years. This year I gathered more than two hundred pounds per tree, and 150 pounds from several of the money maker trees, and they are all fine pecans, too.

Send me your pecan circular and prices, as I have found none to compare with your trees.

Yours respectfully,  
B. R. SMITH.

Alexandria, La., and Hempstead, Texas; plant Stuart, Success, Frotscher, Money-maker, Pabst and Moore. Schley below this line requires thorough spraying.

The next belt, up to the Tennessee line, which is the heavy cotton belt, plant Schley,

Stuart, Success, Pabst, Moneymaker, Frotscher and Moore in order named.

For Texas, west of Austin, use Texas varieties; some planters report good crops of Success, Schley, Delmas and Stuart.

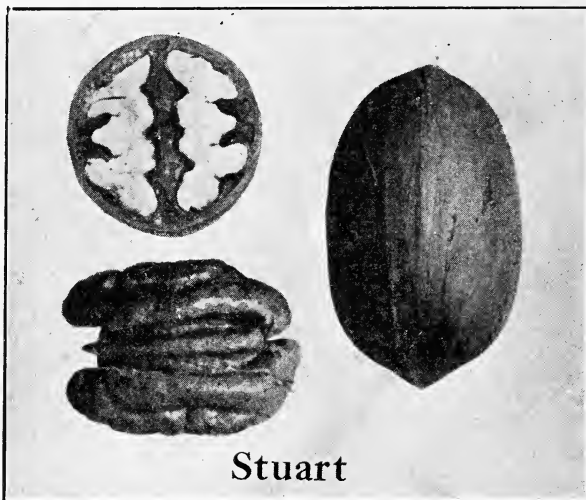
Lower half of Arkansas and Oklahoma grow best Success, Schley and Stuart.

## Description of Varieties

**STUART** is today the leading nut and most widely distributed. Large, attractive, weighty, moderately thick shell; kernel

growth. Slow in coming into bearing but a safe and prolific bearer.

**FROTSCHER.** An attractive large showy



plump, fine grain; flavor rich; upright grower, makes a fine lawn tree. Medium in coming into bearing. See cut.

**MONEYMAKER.** Medium to large thick shell nut. A very prolific, and early bearer. Tree quite healthy and a safe nut to plant.

**PABST.** A large nut just under the Stuart size; kernel of very high quality, shell medium, and tree of extra strong

nut. Fails to have the regular habits of filling well. Tree a good grower and healthy. Thin shell and easily cracked.

The Parker grove here in Thomasville was awarded the medal for the best grove in the United States. It consists of ten acres of Frotscher and bore: 4th year a few nuts; 5th year 180 lbs.; 6th year 210 lbs.; 7th year 1137 lbs.; 8th year 687 lbs.; 9th year 2698 lbs. And that year netted \$90 per acre.

Hackleburg, Ala., Oct. 5.

Dear Sir: The trees I bought of you gave entire satisfaction. I bought of you last spring about 300 trees. Please mail me your "Pecan Business" book; the last one was all I could have wished for; I do not see how you could improve on it much. It is plain facts boiled down that just suit the busy man. A glance and you have the information you want.

Respectfully,  
W. W. WATES.

Natchez, Miss.

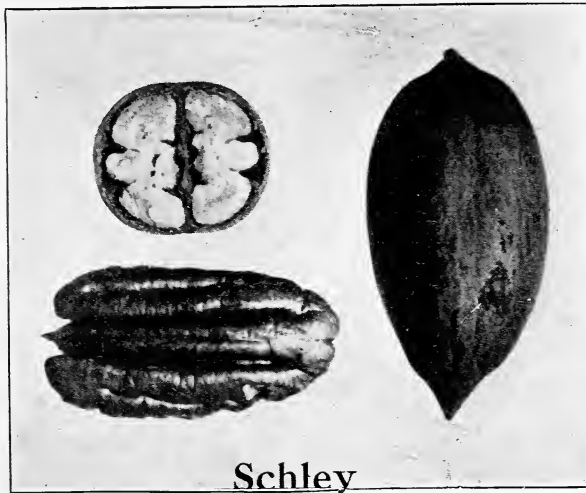
Dear Sir: The trees came safely and I want to thank you for sending me such beautiful trees. I have bought some 300 or more trees from five different nurseries and none have ever sent trees that would compare with yours. I will need a few more this season. Thanking you to send your booklet, "The Pecan Business," to the following names, and again thanking you for the fine trees shipped me, I am,

J. E. O'KELLY.

SCHLEY. Nut medium to large; irregular in outline, opposite sides are slightly flattened. Shell very thin, cracks easily, kernel

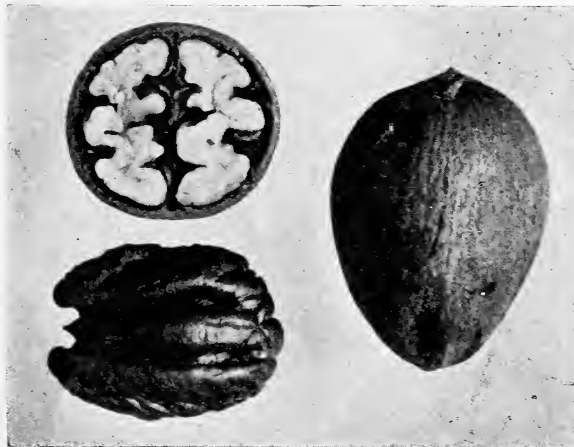
be controlled.

SUCCESS. A large short nut. Shell thin and tough; kernel large and of fine quality.



plump, rich and oily. As to a class it is a class to itself. It is the choicest variety. Tree well shaped, prolific when scab can

A very prolific early bearing high grade nut and requires high grade attention; foliage a little scant.



Boston, Mass.  
B. W. Stone, Thomasville, Ga.

Dear Mr. Stone: I have 2,500 trees well planted in dynamited holes, which is all we can give the best care to at present. In reference to those we bought of you would say that excepting a very small per cent, all

of them lived and are today making an unusually vigorous growth. As to their being true to name, that is why I traded on your long experience and reputation for honesty, which of all things is worth paying for in buying trees, and I feel well insured against disappointment.

Edw. C. Hood.

## Cultivation and Management of Young Grove to Bearing Age

While trees often commence bearing at three years, still 8-10 years is bearing age of well kept groves.

Develop a bearing grove in the shortest time possible. This is accomplished by providing plant food and maintaining moisture during a long growing season. Best done by using intensive farm crops, which do not shade the trees, or rob them of too much moisture during a hot summer. High corn and cotton should not be too close to tree. Intensive crops require deep breaking, plenty of fertilizers and cultivation. Regular spring trucking is fine, but fall trucking invites winter injury—frozen sap in late growing trees. Just farm so as to make the soil better each year and the crop yield should pay a dividend. Use truckers guano, 2 lbs. to a tree, and add 1 to 2 lbs. extra annually. The above plan enabled us to grow trees 12 inches in diameter the eighth year. You may plant oats if you will fertilize the oats, also the peas following the oats. Keep web worms off. Leave cows out. Hogs may go in if you wrap barbed wire around a few trees near the water.

## Cultivation and Management of a Bearing Grove.

A bearing pecan grove is like a bank, or R. R. system, it must be properly managed.

To produce growth, leaves, blooms, hulls, shells, nuts, and store up material for the next year the tree demands plant food for nearly 9 months in the year. A survey of groves reveals the fact that the most profitable groves are the best kept groves.

The trees demand that while dormant they be deeply plowed from 7 to 9 inches so a root bed can be had, and moisture retained to act on fertilizer. In early spring apply broadcast 500 to 1000 lbs, guano per acre and harrow in with disk harrow. To keep down weeds and grass and to retain moisture use shallow harrows several times till July 1st.

The annual program of a most profitable grower is as follows: When trees are dormant three mules are hitched to one large turn plow and the space in the middles is broken 9 inches deep and 7 inches near the trees, and shallow right at the trees. Just as buds begin to swell 1000 lbs. of 8-4-4 is

applied broadcast and harrowed in with a good disk harrow. During growing season it is lightly harrowed to keep grove clean and retain moisture. In June there is sown 5 lbs. beggar weed seeds per acre broadcast. When the rainy season is over, generally the middle of August, the grove is mowed. If necessary it is mowed a second time. Just before harvest, harrows are run lightly around the trees to clean surface for nut gathering. Quite an advantage to use a drag after the harrow especially for smaller nuts. Thus you see by this plan the root system is taken care of the whole year round in a bearing pecan grove.

Winter cover crop plan is as follows: About October sow 30 lbs. per acre of Austrian peas, or hairy vetch, or mix them. Sow broadcast and best use a double action harrow, plowing 3 to 4 inches. Use 200-400 lbs. guano, and if first year, inoculate the seed. The use of the 400 lbs. guano will produce good growth which can be turned in while trees are dormant. In February use 400-600 lbs. 10-2-6 when turning in the winter cover crop. Use harrow during growing season to keep down weeds and grass and to conserve moisture till about July 1st, leaving the ground smooth. Groves should not be plowed in July and August, if you have too much growth mow it down.

A young bearing grove can be planted to runner peanuts to advantage. Use plenty of guano, and take nothing away but what the hogs get. Soy beans planted in rows and gathered or mowed not later than August 15th. Velvet beans handled the same way prove to be desirable crops. Investigate the merits of Kudzu in strips between rows with a cultivated strip down the tree row.

Excess energies of a pecan tree produce nuts, and the above plans are the best to secure it.

Dothan, Ala.

Dear Sir: I expected to get to come over and see your nursery and talk with you some about pecans, but I have not had a chance to come. Anyway, your "Pecan Business" gives me about all the information I need; have read it over several times and think it is the greatest book on pecans I ever saw.

F. B. CULVER.

Long Beach, Miss.

Dear Sir: Your favor of some weeks ago, also a copy of your "The Pecan Business," duly received, the latter the most comprehensive piece of reading matter I've seen bearing on the subject; right to the point and full of meat, just like a good pecan.

E. W. THURMAN.



## Insects and Diseases

Pecans have plenty of insects and diseases but are more easily controlled than those of apples, oranges, or peaches. All successful orchards of apples, oranges and peaches are sprayed from 6 to 9 times.

**LEAF CASEBEARER.** This insect enters the buds early in the spring and devours them, bud, leaf and all, causing the limbs to look like they had been stripped of their foliage. It is controlled by one application of arsenate of lead in July, August or early September. Also natural enemies control them.

**NUT CASEBEARER.** A small insect that enters the nut and devours it. It is held in check by three applications of arsenate of lead in spring. First application when nuts are the size of a pea, second from one week to ten days later, third about two weeks later. It is also controlled by its natural enemies.

**TENT, AND WALNUT CATERPILLAR.** Remedy: Diligently remove and burn.

**TREE GIRDLER.** Remedy: Diligently gather and burn.

**KERNEL SPOT.** Dark spots on kernel like bitter-rot in apple. It is caused by chinch bug about the size of your small finger nail. Remedy: Leave off in bearing groves, cow peas, okra, tomatoes, and other garden crops.

**BORERS.** Trunk borers should be sought regularly. Remedy: Use carbon bisulphide. Apply with a medicine dropper, and paste immediately with putty or clay.

**SHUCK WORMS.** This insect enters hulls of growing nuts causing a slight shrinkage in size, but the greatest injury is in the unsightly appearance of the nuts. Remedy: Place a sheet under the tree; gather every nut and hull and burn the hulls. This cleans the trees completely for the next year. Natural enemies are also a great help.

**NUT WEEVIL.** Only serious on some varieties. Gather nuts and destroy by burning. Hogs in orchard help to keep them subdued.

**SCAB.** A fungous disease which develops by spores on leaves, stems and nuts. It is very detrimental, especially on some varieties of pecans. Remedy: First plow under the diseased leaves, stems and hulls. Afterwards the treatment is to spray with Bordeaux and Lime Sulphur. See spray calendar below.

**PECAN LEAF SPLOTCH, AND LEAF BLIGHT.** Two distinct fungi but with similar habits and treatment. They appear on the leaves and later cause them to turn yellow and shed prematurely.

**CONTROL SPRAYINGS FOR SCAB, LEAF SPLOTCH, AND LEAF BLIGHT.** Immediately after pollination has taken place, about the middle of May, spray with 3-5-50 Bordeaux mixture. About 3 to 4 weeks later give a second spraying of same material. A third spraying with above in July with 1 lb. of arsenate of lead added, will in addition control the leaf case bearer and also kill tent caterpillars. Two sprayings should control the leaf splotch and blight. Late sprayings in August, especially if it is very dry should be with Lime Sulphur as Bordeaux will burn the foliage.

If any other trouble presents itself, please send sample and write us. The best spray pumps are the "Bean Sprayer," Lansing, Mich., the "Friend Sprayer," Gassport, N. Y., Niagara Sprayer Co., Middleport, N. Y., Shunk Mfg. Co., Bucyrus, O. They all print a booklet on spraying operations and any who need information will be benefited by writing them.

Make a practice of writing to your United States Department of Agriculture Pecan Specialist, State Entomologist and State Horticulturist, and State Extension man for advice about fruit growing, especially pecans, as to varieties, best source to buy trees, what to do with different troubles whether cultural or insects.

We are not agents for any firm or factory. We write the address of firms for the grower's benefit.

Rincon, Ga., Sept. 7.

Dear Sir: The 50 pecan trees I ordered from you last spring came to hand in perfect condition. They could not have been in better condition if I had pulled each tree by hand the morning they arrived. They were so far ahead of the trees the agents charge \$1.50 for that they will not talk to me about them. All 50 have made a good start to grow and at this date are looking fine. I followed your instructions in planting and mulching.

J. B. KESSLER.

Glenmora, La.

Dear Sir: The pecan trees I bought from you have made fine growth and many of them are bearing fine crops of nuts. Every tree that is bearing is producing nuts true to name, size and flavor as described in your booklet. My grove of twenty acres is situated within the corporate limits of town and is a source of admiration not only for myself and family, but for my friends and neighbors who see it daily.

J. T. PHILLIPS, M.D.

## Gathering and Drying

Varieties vary in time of ripening: Money-makers and Moores are first; Pabst last. Nuts do not all ripen on a tree at once, so it is best to gather 3-4 times, when about three-fourths are cracked commence to gather. Thresh the nuts down with long fishing poles. Gather in regular market baskets, sack and tag variety and laborer; haul to rat proof pecan barn. Do not handle nuts when wet. A family group assigned to a grove or section for season is best plan. Gather by wage hands or per pound basis; we like the pound basis; paying one-half each Saturday night and one-half when crop is finished.

**DRYING.** As nuts are brought from field they are emptied into trays. Trays are made of common window facing lumber fitted onto one-half inch galvanized wire mesh and to hold from 50-100 lbs. of nuts. Each day

stir and sun the nuts in trays on skids. Thin shells dry faster than thick shells. Inspect often and the taste will determine proper dryness, which only takes a few days. Then sack, label and store or sell. Large quantities in damp seasons require artificial drying. If interested write us.

## Marketing

Unsystematic marketing is detrimental to any farm crop. The Federal Government offers to stabilize, standardize and to systematically sell the crops by encouraging real cooperative marketing by the growers. Sell yourself to the growing of high quality nuts; to standardizing the product and selling it where you or your neighbor growers direct the management of the organization. Marketing pecans today is on a better business basis than ever before and the problem is practically solved.

## Food Value of Nuts Compared

### *Pecans Lead the List*

(From the Farmers Bulletin No. 122, Department of Agriculture)

Composition of Nuts and Some Other Food Materials

	Water Per Cent	Protein Per Cent	Fat Per Cent	Carbo Hy- drates Per Cent	Ash Per Cent	Fuel Value Per Pound Calories
Almonds .....	4.8	21.0	54.9	17.3	2.0	3,030
Beechnuts .....	4.0	21.9	57.4	13.2	3.5	3,263
Beefsteak .....	61.9	18.9	18.5	....	1.0	1,130
Brazil Nuts .....	5.3	17.0	66.8	7.0	3.9	3,329
Cocoanuts .....	14.1	5.7	50.6	27.9	1.7	2,986
English Walnuts .....	2.8	16.7	64.4	14.8	1.3	3,305
Filberts .....	3.7	15.6	65.3	12.0	2.4	3,432
Hickory Nuts .....	3.7	15.4	67.4	11.4	2.1	3,495
PECANS .....	3.0	11.0	71.2	13.3	1.5	3,633
Peanuts, raw .....	9.2	25.8	38.6	24.4	2.0	2,560
Peanuts, roasted .....	1.6	30.5	49.2	16.2	2.5	3,177
Potatoes .....	78.3	2.2	.1	18.4	1.0	385
Walnuts .....	2.5	27.6	56.3	11.7	1.9	3,105
Wheat Flour .....	12.8	10.8	1.1	74.8	0.5	1,640

Livingston, Ala.

Dear Sir: Your booklet, "The Pecan Business," received last evening in the 9 o'clock mail, and I read it through before retiring. I planted a pecan grove of papershell seedlings in 1886 and have since then planted 400 trees of the best budded and grafted varieties. I believe this long experience puts me in position to judge the merits of anything written about pecan culture, and I am frank in saying that your pamphlet, "The Pecan

Business," has the marks of an honest, truthful man stating the facts as they are relative to an important industry in the South. Your advice is entirely dependable, helpful, in fact, inestimable, in value to those persons who contemplate engaging in pecan culture.

(Later—Jan. 8, 1916.) Please ship me 235 budded pecan trees, 3 to 4 feet. I will want a large quantity next year.

W. J. McCain, M.D.,  
Municipal Health Officer.

## Nut Nuggets

**WHY INTERCROP A PECAN GROVE WITH OTHER FRUITS** when the pecan trees need more sunshine, air, moisture and plant food than is in the grove?

**PECAN TREES ON STREETS AND HIGHWAYS:** Count it a nuisance unless you appropriate for development and management.

**VALUE OF A PECAN GROVE:** Just what it pays or will pay a dividend on.

**PECAN GROVES IN BERMUDA AND NUT GRASSES:** With proper management pecan trees can handle above grasses better than other farm crops.

**TOP WORKING PECAN TREES:** A very important and interesting subject. Our long experience is free for the asking.

**PRUNING:** Just remove objectional limbs, including all low hanging ones which interfere with plowing.

**PECAN ON HICKORY:** The slow growing nature of the hickory makes it an undesirable stock on which to grow pecans.

**MULCHING AND STAKING:** A freshly planted tree mulched after winter rains and staked—2 stakes 16 inches from the tree is a wonderful safeguard.

**YARD TREES** with a three-inch sewer

pipe sunk 16 inches deep and 16 inches from tree for water in dry times will double the growth.

**LARGE STALKS IN GROVE** are best managed by running turn plow diagonally after stalk cutter.

**TRACTORS:** Where acreage justifies, tractors are economical and indispensable.

**PECAN CRACKERS:** Will gladly give address of manufacturers on request.

**BEEF AND NUTS:** It takes ten acres of grass land to produce beef for one family, and only one acre of pecans.

**THE TIME THE PECAN KERNEL IS FORMED** is four weeks just before the hulls crack open.

**WHY KERNEL FAILS TO FILL:** Early and late frost, improper pollination, scab, defoliation from storms, insects or fungous diseases; lack of moisture, and especially lack of plant food.

**CATKINS OR MALE BLOOMS** are formed in April and May; **PISTILLATE OR FEMALE BLOOMS** are differentiated, or formed very early in the spring.

**A BEARING PECAN TREE:** "Is most effective means of converting sunshine into food stuff."—Dr. J. H. Kellogg.

**ACKNOWLEDGEMENTS:** Reed, Demaree, Isbell, Woodruffs and Shuhart.

## Testimonials

Darlington, S. C., Feb. 14, 1925.

B. W. Stone, Thomasville, Ga.

Dear Sir: When I came back home I found that it had been raining. We have had more rain than I have ever known before at this time of the year.

My manager thinks he can set out 800 or 1000 trees. Since I came back I have been besieged with inquiries by parties who want to put out 25 to 100 trees.

I will not want all of the trees at once—possibly 200 or 300 at the time.

I want to thank you for the courtesies and attentions that you showed me while I was at your place. Had I not gone further south I think I would have been sufficiently discouraged to have passed the matter up for the present. Mr. Lewis and I both are glad of the privilege and the pleasure of meeting you and to have seen your grove and nursery. We only wish we could have stayed longer with you.

With kind regards, I am,

Yours very truly,

BRIGHT WILLIAMSON.

Savannah, Ga.

My Dear Mr. Stone: I want to congratulate you on the handsome pamphlet you have gotten out on pecans. There is a lot of information that should be within my brains, and I will attempt to transfer it.

Such a pamphlet as this creates compliments immediately, and I am very happy, indeed, to know that you are proceeding along such intelligent lines.

With best wishes for your success, I remain,

Yours very truly,

CHARLES ELLIS, *President*,  
Mutual Fertilizer Co.

Stanton, Tenn., R. No. 1.

Dear Sir: I recently received your booklet, "The Pecan Business," for which I thank you. It is perhaps the most helpful literature I have ever read on the subject. We seldom get facts stated so frankly and explicitly.

I will also much appreciate your frank opinion as to the best varieties for my location (45 miles north of Memphis).

Yours very truly, CHAS. W. ANDERSON, JR.

## Testimonials

Blackshear, Nov. 11, 1926.

Dear Sir: I am very proud of those trees bought March, 1913. I am told by people who travel the State that they are ahead of anything in the State of Georgia two years older than they are. Some of them have a spread of over fifty feet and easily higher than that. I have gathered some fine crops off of them. Last year some of these made 150 lbs. each.

Respectfully,  
W. H. WHITBEST.

Sparta, Ga., June 7, 1924.

Dear Sir: We are yet grateful for your kindness to us at your place in October last year. The little folder, "The Pecan Business for Profit and Pleasure," is the finest publication I ever had on this subject. If you have another and can send it to me along with the knife it will be appreciated. I have simply worn out the one you gave me, but have it stitched together and treasure it all the same.

Yours very truly,  
A. K. CHAMLEE.

Tuskegee, Ala., Dec. 16, 1915.

Mr. B. W. Stone, Thomasville, Ga.

My Dear Sir: I wish to thank you for your letter of recent date and for 25 copies of "The Pecan Business." I quite agree that this issue is a decided improvement over the other; in fact, I do not see hardly how you could crowd so much real information in so attractive a way as you have in this little publication. I have read it with more than the usual amount of interest, and shall take great pleasure in placing this matter where I trust it will do good.

Again thanking you, I am,

Yours very truly,  
G. W. CARVER.

Freeport, Texas, Dec. 31, 1926.

Gentlemen: I have recently been talking with our mutual friend Mr. Fred A. B—, of Angleton, Texas, concerning the pecan industry and since he has planted some of your stock and is highly pleased, advised me to get in communication with you. He handed me a copy of your booklet, "The Pecan Business," which I have read with good deal of benefit and pleasure.

Mr. B. has suggested to me the five best varieties suited to this section and I am placing order for 10 of each.

Very truly,

J. W. S.

Spartanburg, S. C., Dec. 31, 1926.

Dear Sir: Upon receipt of the splendid trees I received a week ago, I mentioned them to several of my neighbors, and they liked the looks of them so well, I decided to make up an order and let them in on the good thing.

The itemized order follows: 27 small orders.

My neighbors who saw the splendid trees you shipped me on my previous order, were amazed that such trees could be procured for the prices quoted, and asked me to get up another order that they might get a few of the trees.

Request that you ship me with this order 30 copies of your splendid book, "Pecans for Pleasure and Profit," for distribution among those who ordered the above listed trees.

I am yours for more pecan trees around here.

H. W. M.

East Point, La., Jan. 11, 1927.

Dear Sir: One of your little booklets of "The Pecan Business" happened to fall into my hands and the frankness and completeness impressed me so that I thought of giving your trees a trial.

Please send me at once 135-4-5 ft. pecan trees, check inclosed.

Yours respectfully,  
P. K.

Albany, Ga.

Dear Mr. Stone: I have read your booklet entitled "The Pecan Business" with a great deal of pleasure and not a little profit. It is the best guide to the proper development of a pecan orchard that I have seen and is modestly and delightfully written, reflecting the many sterling and pleasing qualities of its author. Trusting that your portion of "True Elixir" will be ever increasing and with kindest personal regards, I remain,

Yours sincerely,  
F. S. CROCKER.

Del Rio, Texas.

Dear Sir: Mr. G. W. Lee Woods, of Del Rio, has some pretty pecan trees and said he bought them from you. He is pleased with them, and they are better than other pecan trees he has secured from other places. I am thinking I might want some trees. Will you please send me a list of your trees and the price?

N. H. ROSE.

## Pecan Trees For Sale

In 1889 we commenced growing and selling fruit trees. We have just a few thousand customers. Fair dealings and honest description of varieties has been our long suit. Careful digging of strong trees enabled our customers to get results, tell their friends and order more trees.

Not liable for damage to exceed original cost.

REMIT BY MONEY ORDER, registered letter, express money order and check.

SHIPPING SEASON November 15th to March 15th.

CLUB RATES furnished on request.

REFERENCES: Commercial, First National, Peoples Savings and Bank of Thomasville, all of Thomasville, Ga., and our customers everywhere.

WRITE YOUR IMPRESSIONS OF THIS BOOKLET, we invite suggestions. Tell your friends to send for a copy. It will help them with their trees.

## PRICE LIST

PECANS		10	100
2 to 3 feet.....	\$ .65	\$ 5.50	\$ 45.00
3 to 4 feet.....	.80	6.50	55.00
4 to 5 feet.....	.95	7.50	65.00
5 to 6 feet.....	1.05	8.50	75.00
6 to 7 feet.....	1.15	9.00	80.00
7 to 8 feet.....	1.25	11.00	100.00
8 to 10 feet.....	1.50	13.50	125.00
5 at 10 rates.....			
50 at 100 rates.....			

VARIETIES—Stuart, Schley, Success, Moneymaker, Pabst, Mobile, Frotscher. Height of tree measured from the ground. No charges for packing and drayage. Order early so as to get sizes and varieties wanted.

TERMS—Check with order or  $\frac{1}{4}$  cash. Balance when trees are ordered shipped.

Saint Louis, Mo., Jan. 25, 1928.

Dear Sir: Your booklet entitled "The Pecan Business for Profit and Pleasure" is certainly interesting.

The writer travels from the Atlantic Coast almost to the Rocky Mountains and always takes this book along to enlighten and convert people to the wonderful food value and desirability of pecans. If I had about six copies of this booklet I could do a lot of good, as right now I have three inquiries for this booklet among firms who have seen it and who want to advertise pecans. Would appreciate your forwarding us six copies of this booklet, and we will stand the expense to which you are put to make this shipment.

Traveling as I do, I find that the trade formerly was satisfied with anything in the way of paper shell pecans, now they are getting a lot more particular and they not only insist on a thin shell pecan but want fine flavored kernels.

We buy quite a few Shley and Stuart pecans each fall. If you know of round lots at various times which are looking for a buyer, would appreciate your putting holder in touch with us.

Yours truly,  
HOFMANN BROS. COMPANY,  
Walter H. Hofmann, V. P.

Georgia—5-24-26.

Dear Sir: Am mighty well pleased with the 1730 trees you sent me. Practically a 100 per cent of them are living, and I would like for you to come up any time and look them over.

Very truly,

W. H. BARBER, JR.—Ga.

Dear Mr. Stone: I've intended writing you of the 280 pecan trees bought of you and planted last year. It was a very dry hard year. I got 276 to grow out of the 280. With kindest regards, I am,

Yours truly,

FRED A. BROCK—Texas.

My Dear Mr. Stone: I appreciate very much your sending me the pecan booklet. I have read it very carefully. It is well written and a splendid treatise on pecan growing. So far as Ark. is concerned, I am recommending only Success, Stuart, Schley and Moneymaker, named in the order of merit. If it would be practical I would suggest that you stress more the varieties you recommended. Thanking you again, I am,

Yours very truly,

JUDGE R. M. MANN—Ark.

## Testimonials

Dear Sir: You will remember that I have been buying quite a number of pecan trees from you for the past six years. They have all been satisfactory.

Very truly,

DR. J. E. FUNDERBURK—S. C.

Dallas, Texas, Oct. 31st.

Mr. B. W. Stone, Thomasville, Ga.

Dear Sir: I have brought the 250 large trees, part of them 8 to 10 feet which I bought from you last winter, through the first year, which was a dry one, with a loss of only five per cent. Only four or five trees failed to start at all. I cut them back, leaving only about three to six buds upon the budding part and then hilled up with soil about 18 inches high.

The 150 of Texas varieties that I planted at the same time did not do so well, as about 25 per cent of them died while root system was poor and the tree small. In fact, I am unable to get Texas varieties upon roots as you furnish.

Yours truly,

JOHN M. HEASLEY.

Valdosta, Ga., May 12, 1913.

Dear Mr. Stone: The trees that you have furnished to us from time to time have been all that we could ask of them and we believe superior to any that we could secure from any other nursery anywhere. In fact, we could not have been in the business today were it not possible for us to have secured trees from you to plant our 1400 acres in pecans.

Very truly yours,

VALDOSTA PECAN PLANTATION CO.

Per J. T. Blalock, Secretary.

Bradleyton, Ala., Dec. 5, 1922.

Dear Mr. Stone: I wish to state that the dead trees in my grove is a curiosity. Out of the three hundred trees, three never started and three died during the year, making a total of only six trees.

Yours respectfully,

J. C. FORD, M.D.

Tifton, Ga., April 24, 1912.

Dear Sir: The 500 pecan trees which we got of you are sending out shoots all along the trunk from the ground to the top. Only four failed to live.

Very truly,

E. O. HOOD.

Orangeburg, S. C., Sept. 3.

Dear Sir: I am writing to ask about Pecan trees, if you remember about 14 years ago, I bought 500 trees from you, Mobile, Frottscher, Stuart, Vandeman and Schley. I have a big crop this year. I believe some of them have 60 to 70 lbs. nuts per tree.

Yours truly,

R. F. DUKES.

Valdosta, Ga., December 6.

Dear Mr. Stone: I am writing Mr. W. E. Hudmon, President, Screven Oil Mill, Sylva, Georgia, recommending that he buy trees from you and would be glad if you would send him copy of your booklet and price list. I have recommended you to a half dozen purchasers of trees recently.

You will be interested to know that I will probably make about 5,000 pounds of Stuart and Frottschers off my 7 acres of 11-year-old trees.

With kind regards.

Very truly,

W. G. EAGER.

July 31.

My Dear Sir: I thank you for the inquiry regarding my pecan trees; and beg to report that every one of them appears to be in a thrifty, growing condition. There was one that for quite a while did not put out new shoots, and while it appeared to still be living, I was somewhat bothered.

I called my negro and said to him, "Now here is the only one of these trees that I personally superintended the planting of and gave you specific instructions regarding the remainder. What did you do to those other trees to make them sprout out, and what is the matter with this one that it don't come on?"

He showed his evident satisfaction, but candidly said, "Boss, don't you remember this tree had the worst roots of any of them? It is going to come on all right." We waited a while longer, and the tree has now made a good showing, nearly as good as the others. I am well pleased with the whole lot and now feel that another season will show us a most satisfactory growth. Several of my friends have been talking to me and hope to be able to send you some orders for spring planting.

Again thanking you, I am, with best wishes,

Yours very truly,

SANFORD DUNCAN.